

Nelo Life - New Member Orientation

Whole network-marketing industry is like a dry sponge right now... The timing for Nelo is right... A \$79 dollar decision...

Big wheel analogy...

How to build your Nelo Biz in 3 to 10 hours per week:

5 Elements Required for Success	10 Step Process	Daily Mechanism of Operation
Products & Services	1# Enroll & Put in place a mental and emotional barrier of exit (restaurant example) what is yours? Write it down and read it everyday	Ladder of escalation
Company – Ability to Execute orders, Paychecks etc...	2# Decide if you are a customer or business builder	Send prospect to a short 2 or 3 minute presentation
Timing – both Product & Yours Personally	3# Create a community of permanence - every biz has overhead – Make a 12 month commitment-promise yourself & promise me (time is your capital)	Follow up and send to a comprehensive overview or send to a live VIP presentation.
Comp Plan	4# Back Office Review & Get Plugged into Information stream: Log into your back office everyday to see new things added daily	If the prospect asks for more information or has questions at this point then put them on a 3-way call with your upline. At this point there is almost a 100% probability that they will join
Training & Support – Only thing we have control over – Organizations who provide this are most successful over time	5# Build Belief – Resevor analogy – Watch 1 VIP overview everyday. Create belief and your business will grow	If you really want to make them successful then you need to re introduce them to the concept of network marketing as this has been lost in the industry – Tim Sales Brilliant Compensation
	6# Create a preliminary candidate list (20) – those who need this & those that we need – they need to or they want to – fear of loss	
	7# Master the art of the Invitation – Elevator Pitch – 3 minute presentation – VIP presentation – Help enroll	
	8# Learn to Present the biz yourself - Only for those with Large Income Objectives - True	

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	financial breakthrough become the leader others guide to	
	9# Learn to effectively do New Member orientation to make them profitable in their first 3 months	
	10# Taking Action – Write down mental/emotional barrier of exit & read it every day-send me a copy-	